RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
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July 29, 1997

RJR Account #204600
Mr. G. Louras
SAM FRANK, INC.

DORAL BUY ONE CARTON GET 5 PACKS FREE / PROMOTION #701646

Dear Gus:

DORAL ***pre-sleeved gratis*** product (6M), along with *Doral* Live product, has been ordered (see quantities listed below) to ship this promotion to participating retail accounts on the attached Customer List. *R. J. Reynolds'* sales personnel will assemble offers at store level.

DORAL*GRATIS* BRAND STYLE	GRATIS UPC Code	#/ (6M) Gratis Cases	DORAL LIVE BRAND STYLE	LIVE UPC Code	#/ (12M) Live Cases
Light 100	12300-21775	9	***Light 100***	12300-15212	9
FF 100	12300-21776	4	***FF 100***	12300-15312	4
Men Lt 100	12300-21858	4	***Men Lt 100***	12300-15812	4
Ult Lt 100	12300-21860	4	***Ult Lt 100***	12300-16712	4

Product / Premium Arrival: **August 19, 1997**

Ship Date to Retail: **Week of: August 25, 1997**
EFT $ Amount: **$11,647.21**
Non-EFT $ Amount: **$N/A**

A list of accounts authorized to receive product distribution is attached. RJR will reimburse you $9.00 per **live 12M** case for all product packed and shipped to retail on a timely basis. This equates to **$189.00 (21 (12M) case(s) @ $9.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Tanchyk
Enclosure: Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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Source: https://www.industrydocuments.ucsf.edu/docs/ssxn0000

PROMOTION #701646: DORAL BUY 1 CARTON GET 5 PACKS FREE

51854 8797

PRODUCT ARRIVAL DATE: 8/19/97

SHIP NUMBER OF CARTONS AS INDICATED [LIVE (12M) PRODUCT AND GRATIS (6M) PRODUCT] TO STORES LISTED.

*** R.J. REYNOLDS SALES PERSONNEL WILL ASSEMBLE AT STORE LEVEL.***

						#/LIVE CARTONS				#/GRATIS CARTONS					
SR TERR	SIS #	FULL NAME	ADDRESS	CITY	ST	[illegible] (90)	[illegible] (40)	[illegible] TEN (40)	[illegible] (40)	[illegible] (45)	[illegible] (20)	[illegible] (20)	[illegible] (20)	LIVE CARTONS PER EACH RETAIL ACCOUNT	DIRECT ACCOUNT
162302	494957	POULTNEY CASH MARKET	37 MAIN ST	POULTNEY	VT	90	40	40	40	45	20	20	20	210	SAM FRANK
162302	657371	BEVERAGE KING	RTE 4A	BOMOSEEN	VT	90	40	40	40	45	20	20	20	210	SAM FRANK
162302	576908	WELLS TRADING POST	RTE 30	WELLS	VT	90	40	40	40	45	20	20	20	210	SAM FRANK
162302	114561	NEXT DOOR	RT 7	POWNAL	VT	90	40	40	40	45	20	20	20	210	SAM FRANK
162302	623997	SARGENT'S SHORT STOP	300 MAIN STREET	BENNINGTON	VT	90	40	40	40	45	20	20	20	210	SAM FRANK
162302	386834	N BENNINGTON VARIETY	BANK STREET EXT	N BENNINGTON	VT	90	40	40	40	45	20	20	20	210	SAM FRANK
				TOTAL CARTONS		540	240	240	240	270	120	120	120		**SAM FRANK Count**
				TOTAL CASES		9	4	4	4	9	4	4	4		

7/29/97CTNDORL.XLS

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 09/25/97

ACCOUNT NUMBER: 204600
VOUCHER NUMBER: 15371545
DATE WRITTEN: 09/25/97
STATUS: PAID
AMOUNT PAID: 189.00

SAM FRANK INC
15 CENTER ST
RUTLAND , VT 5701

SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP SHIPPING	21.00	189.00

EXPLANATION: DORAL 5 PK CTN PROMO 701646 - RT

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